

Question #3

What opportunities exist for us to support the region and our component districts during the fiscal crisis?

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SUGGESTION	RESPONSE/FOLLOW UP	MANAGEMENT RESPONSIBLE
(5) Better PR to districts regarding ESB services (and how to use services better).	Evaluate response data for most cost effective PR approach. Agency will develop Advocacy Survey.	Communications, Research and Recruitment
(3) Provide pre-school services - possibly to Districts.	Currently under investigation NYSED Funding formula caused our previous program to close. We will investigate to see if that formula has been amended.	Educational Services Division
(3) Look for special funding, grants.	The Office of Planning & Program Improvement researches all grants, special funding, and opportunities that exist at the State, Federal, and local levels.	
(2) Re-evaluate transportation, Districts collaborate so there aren't empty (near empty) busses running.	Currently under review	Management Services Division

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(2) Sharing Administrative staff.	Currently being done in several departments/offices.	
(2) Ask for donations from corporations – Partner with corporations.	Currently being done.	
(2) Expand itinerant services.	We continue to expand our itinerant services to districts, based on identified needs and requests.	
Special Education in-district with ESB staff, guidance, etc.	Currently being done through our included classes. We are looking to expand as requested.	
In-school coaching and training.	Currently being done.	
More shared programs/staff between districts thru ESB.	Limited by law working on legislative changes.	

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Needs based survey for districts.	Several needs based surveys have been completed and have moved forward. Surveys are ongoing.	
Focus on selling our quality services on things/service schools are currently doing.	Already being done. This is an ongoing process.	
Identify internal expertise and catalog for our school districts.	Already being done through the RIC and ESS.	
Continue Regional Leadership in sharing services with municipalities.	Limited by law working on legislative changes.	
Grow our own expertise as a resource for others.	Already being done through the RIC, ESS and Special Education.	
Sharing excess space with School Districts (special events, Daycare, Eldercare).	Certain buildings/programs already share space with outside educational groups; however, this is an area that could be reviewed. Currently under review for cost	Cabinet Members

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	effectiveness.	
EAP services – Regional Support Plan.	On going.	
What District services can be consolidated that BOCES can help facilitate, etc.	Two Efficiency grants have been submitted. This is an ongoing process.	
Can BOCES freeze charges to Districts?	No, charges are based on tuition and rates Our need to provide quality programming, and meet contractual obligations requires our tuitions to reflect those needs.	
Lead by example (BOCES sets the tone).	Suggestion unclear.	
Reduce energy.	Already being done, looking to expand. This is an ongoing initiative.	
Get students back to Home Districts earlier for extra-curricular activities.	Not cost effective. Recent changes in some of our schools daily	

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	hours of operation have achieved this.	
BOCES could help SED provide many services that the State isn't always able to provide (the Districts could get aid).	Not always cost effective. Sometimes it has led to duplication of services. Will still investigate.	Administrative Council Members
Create partnerships between School Districts to help them purchase services.	Already being done. We are looking to expand cooperative purchasing and services based on district requests.	
Network with local colleges and universities.	Already being done...ESB is involved with almost every institute of higher education on Long Island.	
Listen to Districts – assess their needs.	Already being done. Coser survey.	
Sharing teaching staff (i.e. leadership development service).	Already being done. Itinerant staff, shared data experts.	

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Informational gatherings to districts.	Already being done. Numerous trainings, leadership meetings held for districts throughout the year.	
Centralize student I.D.	Suggestion unclear.	
Review suspension procedure – Alternative setting.	Special Education already includes students who have been suspended for long periods of time in our existing programs. Currently exploring an Alternative High School Program with several component districts.	
Encourage voting for school budget.	Involved with Advocacy Program with Suffolk County School Superintendents Association.	
Continuous review of services to make sure appropriate.	Programs and services are reviewed annually with constituents and district representatives.	
Give back “wish list” funds to district.	All funding is being reviewed in terms of	

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	"essential needs."	
Continued support for students.	Suggestion unclear.	
Communication/program specifics.	Suggestion unclear.	
Brainstorm for cost effective ways with districts.	Receive feedback from district stakeholder groups.	
Join other districts in their budget planning stages.	ESBOCES plans its budget on a timeline that provides districts with the information that they need to build their budgets.	
Alternative education services.	Being explored with districts.	Special Education Department
Expand services outside of Suffolk, such as textbook program.	Governed by NYS Regulations.	
Evaluate the standardization of texts.	Textbooks and instructional materials reviewed	

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	by Curriculum Committee.	
Consider child care centers for BOCES and school district employees.	The former BOCES 2 opened a child care facility for staff, however, the location was inconvenient, and it was not cost effective for the employees who chose to utilize it. Expenses for staff, rent, electric, etc. made it difficult to keep the cost down.	
Additional Social Workers in School Districts.	This service is offered through Student Assistance Services.	
Increase awareness of free/low cost services that districts may be paying for from private vendors.	Done through stakeholder groups.	
Cooperative Business Administrator.	Already in place.	
Cooperative Purchasing.	Already in place.	

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Career Academy.	Under investigation.	Career, Technical and Adult Education Department
Increase Pell Title IV funding for BOCES programs.	Legislative issue related to Federal Guidelines.	
Keep costs to minimum.	Agency will continue to balance costs with program quality.	
Pool efforts for purchasing, benefits, administrative functions with local government.	Efficiency Grant studies are currently underway.	Management Services Division
Provide information on programs/services available at ESB and neighboring Districts to avoid cross contracts and bussing expenses. Combine programs for efficiency.	Already being done. Expansion under review.	
Combine administrative office space to save on rent.	Being investigated, ongoing.	

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<p>“Expand” availability of job coaching services in Western Suffolk BOCES.</p>	<p>Western Suffolk BOCES does not provide individualized job coaching as a shared service to component school districts nor does it have a VESID funded Supported Employment Program.</p> <p>ESBOCES provides job coaching as an available 12-month shared service to component school districts. This could be expanded to provide coaching services to component districts in Western Suffolk BOCES.</p> <p>The Supported Employment Program is funded by VESID and is specific to the Eastern Suffolk BOCES Area. We could expand the current ESBOCES Supported Employment Program contract to include the geographic area of Western Suffolk BOCES.</p>	<p>Career, Technical and Adult Education Department</p>

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	Planning on submitting a Supported Employment Contingency Fund Request to provide job coaching services for adults with developmental disabilities in the Employment Training Program funded by NYS Office of Mental Retardation and Development Disabilities (OMRDD). This would be a new initiative and funding source providing a greater level of job coaching than the traditional VESID funded Supported Employment Program.	
Identify staff to support “expansion” and availability of staff specific to evenings and weekends when most entry level jobs are frequently identified.	Suggestion unclear – Requires more information.	
Expand “models” of community based services provided by CTE in addition to SE (socialization skill training).	Suggestion unclear – Requires more information.	

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Lead staff as liaisons to school districts to sell programs.	Currently under investigation.	
Student discount (for every 10 students, 11 th is free)	Limited by Law ~ Uniform Cost Methodology.	
Spend less time on district communication - paperwork and packets (IEPs).	Communication is necessary to support districts. IEPs are mandated by State.	
More efficient use of staff time.	Ongoing review of staff work.	
Para's should have email access	Not a cost issue; this is a communications issue. This is being investigated as a communications/cost savings initiative.	
Increase Staff Development opportunities for Districts.	Ongoing expansion.	
Condense BOCES buildings and programs.	Reviewed annually, we saved \$800,000 in the 2008-09 school year.	

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A written criteria for Individual Aide.	Individual Aide is defined by SED Law, CSE recommends.	
Apprentices to provide us with services	Partnering with Suffolk County Community College to work on partnerships.	
Look into accepting NYS Retirement incentives (if available).	Addressed in Question 1	
Regional transportation.	Efficiency Grant has been written.	
Business Services.	Limited by law. Looking to change legislation.	Management Services Division
Billing	Bills have been modified to be more user friendly.	
Purchasing	Being expanded.	

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Home Instruction	Suggestion unclear ~ Requires More Information.	
Centralized "lending library" for AT and other technologies for Districts.	Requires investigation.	Educational Services Division
Consultative Service for all services (i.e. Vocational).	Requires more information ~always expanding.	Educational Services Division
Consolidation Consultation	We provide this service through Educational Support Services.	
Stop saying "no" – take every student!	We must be sure we can meet student needs. Students are reviewed centrally and in programs to insure that we can provide appropriate, quality services.	
Advertise BOCES services more in the Community. BOCES has often been viewed as	Some of this is already being done. Some of this is limited by law. Annual PTA dinner.	

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<p>“Alternative” Educational Services for students that aren’t going to college. Wouldn’t it be great advertisement to have students do “Community” worthwhile projects that spruce up the communities around BOCES facilities? These projects would help to advertise and personalize BOCES programs in the community.</p> <ul style="list-style-type: none"> • Build a gazebo in a park or nursing home • Restore an old car/fire engine • Have a community Health Fair in conjunction with a local hospital • Encourage food service to develop a Semi-Annual Dinner for Seniors or Homeless <p>Legislatures, Civic Leaders, Community leaders can be involved. BOCES is a great program that is underrated! Sell ourselves! Advertise!</p>	<p>Annually attend LaValle’s Golden Gathering. Legislative Breakfast and Advocacy Training.</p>	
<p>Combine BOCES Technical Programs with</p>	<p>Already being done. We presently have 85</p>	

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Dowling, St. Joseph's, etc. to encourage High School Students/Adults to come to BOCES to earn college credit for "prerequisite" classes at BOCES.	Articulation Agreements with 34 colleges and universities for graduates of our programs.	
Re-educate districts on imbedded credits within the CTE programs in order to help alleviate high class numbers in the districts.	Already being done.	
Bring back academic pull outs based on district needs.	Not cost effective.	
Charge reimbursements for tuition. Give students less time to withdraw from class before reimbursement.	Mandated by Board Policy.	
Offer components of classes online. Students can substitute an "In-class day" for an "On-line class day." Teachers can work from home as	Needs much more investigation.	Educational Services Division

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well as students.		
Offer English and Math classes ongoing.	Suggestion unclear ~ Requires More Information.	
Districts may not want to purchase BOCES services, so we need to give better pricing.	Our prices are evaluated annually as part of the budget process.	
Prove that Districts need us.	Coser survey.	
NCLB (21 st C Skills) are a requirement. BOCES can provide this support.	RIC and Model Schools already providing.	
On a strategic level, ESB funds from a central level, instead of making programs funded.	Education Law prohibits.	
Re-negotiate better pricing from our suppliers.	Already being done – ongoing.	
Increase Adult Ed tuition.	Currently being reviewed.	Career, Technical and Adult Education

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		Department
BOCES services – courses such as “How to Plan Inexpensive Meals.”	Will be investigated.	Career, Technical and Adult Education Department
ESB to offer cost-cutting ideas to districts (i.e. Virtual meetings, close computers). Taking these ideas of ESB employees and sharing with districts.	Implementing through the RIC; Educational Support Services and stakeholder groups.	
What opportunities exist for us to support each other during this economics crisis (i.e. a BOCES intranet exchange for employees to trade, share, give products and services) ESB employees advertise services/businesses for discounts. A “Shop & Swap”.	Bulletin boards in buildings, governed by Communications Policy.	Administrative Council Members
Why can't BOCES employees meet with School Districts to promote programs via PTA, Board Meetings, Community Meetings?	Already being done; ongoing stakeholders meetings, PTA dinner.	

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SUGGESTION	RESPONSE/FOLLOW UP	MANAGEMENT RESPONSIBLE
CTE can offer Community Service.	Already being done.	
CTE can speak with students about careers.	This is being done when we have access to students. Presentations are made to Middle School and High Schedule students. Summer Career Exploration programs are offered. PTA presentations are done by invitation.	
EAP offers services for downsized employees of participating districts.	Already offered.	
Create Coser Itinerants for districts who might have to cut positions (Guidance Counselors, Art Teachers).	State law and guidelines	
Create Coser shared Administrators between districts.	Already being done	
To educate BOEs and BACs (Budget Advisory	Advocacy meetings held for Boards annually.	

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Committee) on cost savings for utilizing BOCES. Many do not understand BOCES and reimbursement process.	Presentations made to Component Boards of Education when requested.	
Evaluate other BOCES offerings (different COSERS ESB do not provide) to see if we could provide these services locally.	There is an ongoing review of other BOCES offerings statewide by Administrative Council members responsible for service/programs.	
Communicate with other BOCES to analyze services. How can we work together?	Already being done.	
Professional Development expansion – offerings after school hours when districts wouldn't have to incur the expenses of subs.	Currently being investigated but we have had limited success getting enrollment at after hour professional development programs.	
Provide continuing professional development at no cost to districts and to Joint Management BOCES Teams.	In order to provide professional development at no cost, those providing professional developers would have to volunteer their services. There are BOCES staff who have	

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	offered “goodwill” services after hours to support component districts or community groups. Grant-funded programs may appear to provide “free services” to districts but have associated costs for BOCES and the component districts.	
Expand possibilities of multi-district personnel, i.e. tech, directors, data administrators.	Limited by law ~ Investigating changing legislation.	Management Services Division
Scrutinize services based upon total needs of child and total cost to send them to BOCES – be cognizant of all recommendations.	Required by law to provide what is in student’s IEP.	
Discounted rates for multiple services or over certain enrollment.	Regulations regarding tuition and charges for services are strictly interpreted and enforced. Programs that are able to price flexibly already do.	

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Why can't BOCES provide the home tutoring services for suspended students (i.e., instead of Islip Tutoring).	Providing tutoring services has not proved cost effective in the past. We have investigated alternatives. Limited by district contracts.	
Rate structure for Itinerant Services for districts servicing smaller number of students (i.e., Quogue, Montauk).	Already being done.	
Short term suspensions – explore ISS off-site somewhere. Also explore purview of teacher's responsibilities here.	Requires investigation. Staff and transportation costs would have to be closely examined to determine cost effectiveness for districts.	
Monitor enrollment for summer/overall (attendance).	Already being done.	
Offer after school programs.	Not cost effective.	
Mid-year evaluation of services.	Districts are surveyed regularly; formally and informally.	

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Provide more services in the district.	Services provided "in district" are increasing, and additions are being investigated.	
Provide common commodities (school supplies) to school districts.	Already being done through Cooperative Bidding Program.	
Examine the consolidation of smaller districts' business operations.	Already being done.	
Provide recycling programs to school districts.	Already being done. Being investigated for expansion.	Management Services Division
Fill the energy manager position to sell consulting services to school districts.	Consolidated position within the Operations and Maintenance Department. District interest as a shared service being investigated.	
Display leadership.	Suggestion unclear – Requires more information.	

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Be responsible.	Suggestion unclear – Requires more information.	
Build relationships & Support the customer.	Client satisfaction surveys are regularly implemented and issues followed up.	
More shared staff here and in districts.	Ongoing and being investigated.	Administrative Council Members
Continue to support/promote our services.	Ongoing and being investigated.	Administrative Council Members
Collaborate with RIC to provide staff development for CIO's leading to state certifications as such.	Already being done.	
More aggressively pursue placement of student teachers into BOCES programs.	Already being done.	
More stable office locations/ configurations.	Ongoing evaluation of our space.	

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Duplication of services among WSB & ESB BOCES (reduce).	Some duplication is required. Collaboration is already in place where appropriate.	
Small workshops – non-matric ala carte. Costs reduced for BOCES District Staff who participate.	Minimum enrollment of workshops is required.	
Look up/ consider what was done in past fiscal crisis periods?	Already being done.	
BOCES can save you money and stop the aid pain.	Suggestion unclear ~Requires More Information.	
BOCES can take away the work burden from the districts.	Suggestion unclear ~Requires More Information.	
If you have a need that you can't fill, call BOCES.	Communication from districts requesting new services already occurs.	

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Join your neighboring districts in joining BOCES services.	Suggestion unclear ~Requires More Information.	
Lobbying efforts (unified).	BOCES Lobby Day – Advocacy effort a cross districts.	
Find out what districts need & share accordingly (send out surveys and follow up).	Coser Surveys- multiple surveys through stakeholders.	
Conferencing with districts to have a brainstorming session with everyone (Districts & BOCES combined).	Ongoing	
Push-in models for therapies <ul style="list-style-type: none"> • More “program” models (ala 12:1:4) • More options 	Special Education has established an 8-1-1 (with 2 shared aides) configuration in five of our facilities. BOCES offers an integrated service delivery model throughout our special education departments. We will continue to explore these types of class size ratios, based	Special Education Department

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	on our student's needs.	
Itinerant consultant.	Done through Consultant Teacher Program.	
Eliminate company cars.	Being investigated.	Management Services Division
Utilize distance learning: instruction and professional development.	Ongoing – Already being done.	
Fill gap – financially strapped districts that cannot afford.	Suggestion unclear ~ Requires More Information.	
Survey employees regarding their hidden talents.	Suggestion unclear ~ Requires More Information.	
Splitting IA's from same district.	Done where appropriate for students, and logistically possible. Designated as "shared aide".	
Offer Professional Development to Districts	Ongoing – Already being done.	

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(increased) (Mentor services).		
Survey districts who do not participate in our current offering and cooperative bidding.	Ongoing – Already being done.	
Provide for Districts Web-cam services (involve CSE's).	Ongoing – Already being done.	
BOCES could help fill the gap made by Teacher Center cuts.	We currently provide extensive staff development. We fully support teacher centers.	
Customized data reports for districts (mapping, student data, etc.) and how to use the data.	Ongoing – Already being done.	
Be knowledgeable about environmental concerns and be proactive.	Already being done. Workshops offered in house and to components through Health and Safety.	

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All departments in ESBOCES should communicate in order to be aware of all that is done.	Being encouraged agency wide (i.e. Highlights, Dialogue, BOCES Website, Intranet).	
Begin a sports academy run by retired professionals (would be a shared service).	Suggestion unclear ~ could be limited by law.	
Support district teachers who are teaching different populations (classes opening).	Being done.	
Offer counseling to parents at home.	BOCES' role is to offer services to students. Parent Training is offered in some of our programs.	
Creating service coordinators through BOCES rather than all other agencies.	Requires investigation.	Educational Services Division
Have Open Houses for parent.	Our CTE programs currently host an Open House for prospective students, parents, and school district officials in February of each year.	

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	More investigation required.	
Present at PTOs (Junior and Senior High) different programs available here.	We participate at invitations of PTA / PTO.	
Special Education presentations.	Monthly meetings are held with the Administrators of Council for Exceptional Children.	
Slide show of a day in a child's life at BOCES.	Requires investigation ~ confidentiality issue.	Administrative Council Members
More district based services <ul style="list-style-type: none"> • Mentoring programs • CPI • Open CTE classes on weekends, summer (Adult Ed.) 	CPI organization will not permit our teachers to train outside of our agency. (Cuts their profits) Some grant supported work has been done. Mentoring programs in districts.	Educational Services Division
Selling our services, having the attitude of becoming bigger and better. Set up a "sales	Eastern Suffolk BOCES has regular stakeholder meetings with district	

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force” where individuals who are enthusiastic and loyal BOCES employees go the Districts and personally sell individual programs, making everyone aware of what we have to offer.	representatives.	
There are students on the Medicaid list that receive skilled nursing services, but the Districts do not put in for the skilled nursing services reimbursement.	Special Education works with districts to provide information that can be utilized for Medicaid reimbursement. District’s submission of that information for reimbursement is a local function.	Special Education Department
The Arts in Ed budget is over 3 million and they get reimbursed by school districts, but how do we know the performance is worth the cost? We use a bid process when we purchase items from vendors but is there some type of competition with the prices these Arts in Ed people charge. Some of the performances seem very expensive. Also, there are a lot of Purchase Orders that pay	Each and every Arts in Education performance is evaluated. Some of these people have a very specialized skill. Service fees are commensurate with skills. We have stepped up work with consultants and	

Question #3

What opportunities exist for us to support the region and our component districts during the fiscal crisis?

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SUGGESTION	RESPONSE/FOLLOW UP	MANAGEMENT RESPONSIBLE
for tickets to performances at theaters. Since it seems to be a self-sustaining program, any attempt to cut down on the cost would really not help BOCES but ultimately it could save money for our participating school districts and their budgets. That would save the taxpayers in the end or free up money for them to spend on other things BOCES can do for them. Maybe there are people or teachers within BOCES that can put on some of these programs in the school, which would be much more cost effective.	vendors to negotiate better prices.	
Analyze current buying habits and show them Return on Investment (ROI) or savings by utilizing ESBOCES Cooperative Buying or other services; in black and white while projecting a multi-year savings plan.	Will investigate, some already being done.	Management Services Division
Formulate a method of communication in the	Newsletters and flyers are currently used.	

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form of a newsletter to districts which includes budget saving tips, new program announcements, successes etc. Flyers to districts as reminders of services or timely announcements of enhancements or changes	Annual Budget Brochure is created. RIC, AIE, and Model Schools already distributing information to constituents.	
One year plan goals with anticipated increase in revenues, savings for districts and distribute results in real numbers.	Suggestion unclear ~ Requires More Information.	
Construct plan initiatives and measurable goals.	This is being done through AFG / Middle States.	
Increase our buying power to vendors; while increasing margins on savings and increasing revenues via purchasing.	Continuing negotiations with vendors. Must be in compliance with New York State Office of General Services.	
Work with Technology Service or cross-train our BOCES Tech staff to implement solutions for ease-of-use of ESBOCES buying; based upon	RIC currently does this on a regular basis.	

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strengths of competition's solution and dissatisfaction of existing methods.		
Offer AP courses for smaller schools that may lose their classes dues to costs. We could pool them and offer them as a distance learning offering.	Will be investigated.	Educational Services Division